

APPENDIX C PRICING INDEX DIR-SDD-2019 INTEGRATED AV SYSTEMS, LLC Amendment 3	
Products	Customer Discount % off MSRP
Presentation Equipment	
NEC	30.00%
NEC XGA 6000LU Projector NP-Pa600x	34.00%
NEC XGA 5000LU Projector NP-P501x	34.00%
NEC Zoom Lens Np-13Zl	34.00%
Epson	51.44%
Mitsubishi	10.00%
SMART Podium	20.00%
Video Sources	
Sony	5.00%
Midatlantic	40.00%
Altona	18.00%
Ergotron	32.00%
Kramer	35.00%
Control Systems	
Crestron - All products except DMPS3-200-C & MPC-M10-B-T	41.00%
Crestron DMPS3-200-C	48.00%
Crestron MPC-M10-B-T	47.61%
AMX	41.00%
APC	31.00%
Video Conferencing	
Cisco	39.55%
Vaddio	10.00%
PolyCom	25.00%
LifeSize	10.00%
Kramer	35.00%
Audio System	
ClearOne	33.38%
JBL	20.00%
Revo Labs	15.00%
Atlas Sound	25.00%
Shure	15.00%

Products	Customer Discount % off MSRP
Crestron	41.00%
Biamp	41.00%
Crown	23.39%
Rack Equipment	
Chief	42.00%
Midatlantic	39.00%
APC	31.00%
Hardware & Cabling	
Crestron	41.00%
Liberty - All products except ASW-WP	20.00%
Liberty ASW-WP	43.08%
Chief	42.00%
Cameras	
Vaddio	10.00%
Sony	5.00%
PolyCom	25.00%
Cisco	25.00%
LifeSize	10.00%
Flat Panels	
NEC	20.00%
Mitsubishi	10.00%
LG	10.00%
Samsung	36.00%
Production Switches	
Vaddio	10.00%
Kramer	35.00%
AMX	41.00%
Crestron	41.00%
Hall Research	10.00%
Altinex	30.00%
Vaddio	10.00%
Software Packages	
Crestron Roomview	41.00%
NEC	20.00%
AMX	41.00%
Epson	25.00%

Products	Customer Discount % off MSRP
Screens	
Dalite-manual	40.00%
Dalite-electric	30.00%
Draper	15.00%
Related Services	
Maintenance and Support	\$75/hour
Installation	\$75/hour
Training	\$75/hour
Programming/Configuration	\$95/hour
Installation Services - Note: prices are per hour*	
Planning and Design	
Designer	\$90
Programmer	\$80
Installation Labor	
Lead Technician	\$65
Senior Technician	\$60
Junior Technician	\$50
Helper	\$40
Testing/Calibration	
Lead Technician	\$65
Senior Technician	\$60
Junior Technician	\$50
Helper	\$40
Training	
Account Leader	\$90
Lead Technician	\$65
Senior Technician	\$60
Maintenance and Support	
Lead Technician	\$65
Senior Technician	\$60
Junior Technician	\$50
Repairs (out of warranty)	
Senior Technician	\$75
Junior Technician	\$65